



# NEWS RELEASE

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### ***Toning-Up With Cartridge Savers, Inc.*** ***An SBA Success Story***

**Madison:** Recognizing that solid waste was being generated by laser printer toner cartridges, Robert Wangard approached the State of Wisconsin for an Early Planning Grant to explore the feasibility of starting up remanufactured toner cartridge production. His research showed that there was a market for remanufactured toner cartridges along with a marked reduction in the solid waste stream.

Cartridge Savers, Inc., located at 6613 Seybold Road in Madison, Wisconsin, was started by Robert on a part-time basis in May 1994 and became a full-time endeavor in November 2000. The company offers remanufactured and new toner cartridges for Hewlett Packard, Canon, Lexmark, Xerox and other name brand printers and copiers. They also offer new HP, Brother, and Tektronix laser printers as well as pre-owned and refurbished HP laser printers.

Cartridge Savers applied for SBA's 8(a) Business Development Program certification in August 2001 and was certified in January of 2002. In October of 2002, a GSA Schedule for new and remanufactured printer supplies was awarded to Cartridge Savers. The USDA approached Cartridge Savers for pricing on printer parts that only the original equipment manufacturer offered. Robert tracked down the original supplier and offered these to the USDA. The USDA asked Cartridge Savers for pricing on other products. Through a series of negotiations, Cartridge Savers was awarded an 8(a) multi-million dollar contract for printer parts and supplies.

Cartridge Savers currently supplies the US Federal Government including the Department of Defense, Department of Justice, USDA, and the Department of Homeland Security. They also supply Harley Davidson, Boise Office Solutions, Wisconsin Physicians Service and the State of Wisconsin.

Cartridge Savers, Inc. and especially owner Robert Wagner, demonstrate the ingenuity to recognize a need and the determination to answer that need.

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